

Message Text

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PAGE 01 LONDON 14649 230832Z

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ACTION COME-00

INFO OCT-01 AF-06 EUR-12 ISO-00 EB-07 /026 W

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R 230820Z SEP 75

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 4980

INFO AMEMBASSY NAIROBI

AMEMBASSY DAR ES SALAAM

UNCLAS LONDON 14649

E.O. 11652: N/A

TAGS: BEXP, XJ

SUBJECT: GRANGER ASSOCIATES BID ON EAST AFRICAN POST &
TELEGRAPH TENDER

REF: STATE 219716

1. EMBASSY OFFICER HAS DISCUSSED SUBJECT MICROWAVE SYSTEM TENDER WITH HARRY BRENNON OF GRANGER ASSOCIATES AND HAS CONTACTED RESPONSIBLE CROWN AGENTS OFFICIAL. LATTER TOOK NOTE OF EMBASSY'S EXPRESSION OF INTEREST BUT REMARKED THAT CONTRACT IS ON POINT OF BEING AWARDED, POSSIBLY WITHIN A WEEK. WHILE CROWN AGENTS VOLUNTEERED ALMOST NO RPT NO INFORMATION ON BIDDING DETAILS OR WHICH FIRM IS EXPECTED TO OBTAIN CONTRACT, OFFICIAL NOTED INFORMALLY THAT GRANGER ASSOCIATES' BID WAS RELATIVELY HIGH.

2. BRENNON INFORMED THAT, ALTHOUGH GRANGER ASSOCIATES BELIEVES LOW BIDDERS (JAPANESE) DO NOT MEET TECHNICAL EQUIPMENT REQUIREMENTS OF TENDER, HIS FIRM HAS PRACTICALLY WRITTEN OFF CONTRACT. (HE NOTES ALSO THAT THIS PROBABLY WILL BE LAST CONTRACT UNDER EAST AFRICAN COMMUNITY AUSPICES DUE TO CONTINUING DISAGREEMENTS ON COST SHARING ARRANGEMENTS AND PERFORMANCE CHARACTERISTICS OF VARIOUS SYSTEMS.)

3. IT APPEARS THAT THERE IS VIRTUALLY NOTHING EMBASSY
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CAN USEFULLY RECOMMEND WITH REGARD TO SUBJECT CONTRACT,

ESPECIALLY AT THIS LATE DATE. BRENNON COMMENTED THAT
CROWN AGENTS IS HANDLING CONTRACT AWARD IN OPEN AND
ABOVE BOARD, STRAIGHTFORWARD MANNER NOTWITHSTANDING
GRANGER ASSOCIATES RESERVATIONS ON TECHNICAL STANDARDS
OF CERTAIN BIDS.
RICHARDSON

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LONDON14649
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750329-0202
From: LONDON
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750926/aaaaawzp.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 219716
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 18 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 MAR 2003 by maustmc>; APPROVED <10 FEB 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GRANGER ASSOCIATES BID ON EAST AFRICAN POST & TELEGRAPH TENDER
TAGS: BEXP, XJ
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006